## CONTRACT



WSFA 12 East Delano Ave. Montgomery, AL 36105 (334) 288-1212

www.wsfa.com

And:

Greer, Margolis, & Mitchell 1010 Wisconsin Ave Suite 800 Washington, DC 20007

	Contract / Revision			Alt Order #			
	1858711	1		08870837			
roduct							
IGHWAY 31							
ontract Dates	Estimate #						
1/30/17 - 12/12/17	6109						
dvertiser			<u>Ori</u>	ginal Date /	Revision		
SS/Highway 31			1	1/29/17	/ 12/07/17		
	Billing Cycle	Billing	Cal	<u>endar</u>	Cash/Trade		
	EOM/EOC	Broado	ast		Cash		
	Property	Accour	Account Executive		Sales Office		
	WSFA	Ryan E	ddi	ns	HRP-Washingto		
	Special Handl	ling					
	Demographic						
	Adults 35+						
	Agy Code	Advert	iser	Code	Product 1/2		
		361			385		
	Agency Ref			Advertiser	Ref		

	Start/End	Spots/		
*Line Ch Start Date End Date Description	Time	Days Length Week Rate	Type Spots	Amount
N 1 WSFA 12/03/17 12/10/17 WSFA News Sunday AM <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 11/27/17 12/03/171 1  Week: 12/04/17 12/10/171 1	9-930a <u>Rate</u> \$75.00 \$75.00	:30	NM 2	\$150.00
N 2 WSFA 11/30/17 12/01/17 NBC Today 2 <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 11/27/17 12/03/17TF 2	9-10am <u>Rate</u> \$250.00	:30 .	NM 2	\$500.00
N 3 WSFA 11/30/17 12/01/17 NBC Today with Kathie Lee  Start Date End Date Weekdays Spots/Week Week: 11/27/17 12/03/17TF 2	10-11am <u>Rate</u> \$250.00	:30	NM 2	\$500.00
N 4 WSFA 11/30/17 12/01/17 ALABAMA LIVE @ 11A	11-1130Am <u>Rate</u> \$75.00	:30	NM 3	\$225.00
N 5 WSFA 11/30/17 12/01/17 ALABAMA LIVE @ 1130AM	1130A-12P <u>Rate</u> \$75.00	:30	NM 3	\$225.00
N       6       WSFA 11/30/17       12/01/17       WSFA 12 News at Noon         Start Date       End Date       Weekdays       Spots/Week         Week:       11/27/17       12/03/17      TF       3	12-1230pm <u>Rate</u> \$250.00	:30	NM 3	\$750.00
N 7 WSFA 11/30/17 12/01/17 NET Days of Our Lives <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 11/27/17 12/03/17TF 1	1230-130p <u>Rate</u> \$350.00	:30	NM 1	\$350.00
N 8 WSFA 11/30/17 12/01/17 RIGHT THIS MINUTES <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 11/27/17 12/03/17TF 2	130-2p <u>Rate</u> \$75.00	:30	NM 2	\$150.00
N 10 WSFA 11/30/17 12/01/17 JUDGE JUDY 2ND RUN <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 11/27/17 12/03/17TF 3	3-330p <u>Rate</u> \$135.00	:30	NM 3	\$405.00
N 11 WSFA 11/30/17 12/01/17 Today in Alabama 430am	430-5a	:30	NM 2	\$50.00

(\* Line Transactions: N = New, E = Edited, D = Deleted)

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 Contract / Revision
 Alt Order #

 1858711 /
 08870837

 Contract Dates
 Product
 Estimate #

 11/30/17 - 12/12/17
 HIGHWAY 31
 6109

 Advertiser
 Original Date / Revision

 ISS/Highway 31
 11/29/17 / 12/07/17

	Start/End	Spo	ts/			
*Line Ch Start Date End Date Description	Time	Days Length Wee	ek Rate	Type S	pots	Amount
Start Date         End Date         Weekdays         Spots/Week           Week: 11/27/17         12/03/17        TF         2	<u>Rate</u> \$25.00		•			
N 12 WSFA 11/30/17 12/01/17 JUDGE JUDY 1ST RUN Start Date End Date Weekdays Spots/Week	330-4p Rate	:30		NM	3	\$405.00
Week: 11/27/17 12/03/17TF 3	\$135.00					
N 13 WSFA 11/30/17 12/01/17 WSFA 12 NEWS AT 4PM	M-F 4-430P	:30		NM	3	\$405.00
Start Date         End Date         Weekdays         Spots/Week           Week: 11/27/17         12/03/17        TF         3	<u>Rate</u> \$135.00					
N 14 WSFA 11/30/17 12/01/17 WSFA 12 NEWS AT 4PM	M-F 430-5P	:30	•	NM	3	\$525.00
Start Date         End Date         Weekdays         Spots/Week           Week: 11/27/17         12/03/17        TF         3	<u>Rate</u> \$175.00			l		
N 15 WSFA 11/30/17 12/01/17 WSFA 12 News at Five	5-530pm	:30		NM	4	\$1,700.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 11/27/17 12/03/17TF 4	Rate					
Week: 11/27/17 12/03/17TF 4  N 16 WSFA 11/30/17 12/01/17 WSFA 12 News at Six - MF	\$425.00	:30		NM	4	\$3,200.00
Start Date End Date Weekdays Spots/Week	6-630pm Rate	.30		MIN	7	\$3,200.00
Week: 11/27/17 12/03/17TF 4	\$800.00					
N 17 WSFA 12/02/17 12/09/17 WSFA 12 News at Six-Sat	Sa 6-7pm	:30		NM	2	\$400.00
Start Date End Date Weekdays Spots/Week Week: 11/27/17 12/03/171- 1	<u>Rate</u> \$200.00					
Week: 12/04/17 12/10/171- 1	\$200.00					
N 18 WSFA 12/03/17 12/10/17 WSFA 12 News at Five-Sur	n Su 5-530p	:30		NM	2	\$450.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u>	Rate					
Week: 11/27/17 12/03/171 1 Week: 12/04/17 12/10/171 1	\$225.00 \$225.00					
N 19 WSFA 11/30/17 12/01/17 ENTERTAINMENT TONIG		:30	•	NM	2	\$700.00
Start Date End Date Weekdays Spots/Week	Rate					*******
Week: 11/27/17 12/03/17TF 3	\$350.00	Markalana lamak	Data	Tuna		
Spot Ch Date Range Description  1 WSFA 11/27/17-12/03/17 ENTERTAINMENT TONIG	Start/End Time	Weekdays Length	<u>Rate</u> \$350.00	<u>Type</u> NM		
Credited	777000 TP		0000.00			
N 20 WSFA 11/30/17 12/01/17 WSFA 12 News at Ten - MF	- 10-1035pm	:30		NM	2	\$1,000.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 11/27/17 12/03/17TF 4	<u>Rate</u> \$500.00					
Week: 11/27/17 12/03/17TF 4 Spot Ch Date Range Description	Start/End Time	Weekdays Length	Rate	Type		
1 WSFA 11/27/17-12/03/17 WSFA 12 News at Ten - M		ThF :30	\$500.00	NM		
Credited						
3 WSFA 11/27/17-12/03/17 WSFA 12 News at Ten - M Credited	F 10-1035pm	ThF :30	\$500.00	NM		
N 21 WSFA 12/02/17 12/09/17 WSFA 12 News at Ten - Sa	t 10-1030nm	:30		NM	2	\$700.00
Start Date End Date Weekdays Spots/Week	Rate	.00			-	<b>4</b> , 00.00
Week: 11/27/17 12/03/171- 1	\$350.00		•			
Week: 12/04/17 12/10/171- 1	\$350.00				•	0000.00
N 22 WSFA 11/30/17 12/01/17 Today in Alabama 5am Start Date End Date Weekdays Spots/Week	5-530a Rate	:30		NM	3	\$600.00
Week: 11/27/17 12/03/17TF 3	\$200.00					
N 23 WSFA 12/03/17 12/10/17 WSFA 12 News at Ten - Su	ın 10-1030pm	:30		NM	0	\$0.00

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 Advertiser
 Original Date / Revision

 ISS/Highway 31
 11/29/17 / 12/07/17

Start/End Spots/	Amount
*Line Ch Start Date End Date Description Time Days Length Week Rate Type Spots	Amount
<u>Start Date                                  </u>	
Spot Ch Date Range Description Start/End Time Weekdays Length Rate Type 1 WSFA 11/27/17-12/03/17 WSFA 12 News at Ten - Sun 10-1030pmSt :30 \$225.00 NM	
Credited	
Week: 12/04/17 12/10/171 1 \$225.00	
Spot Ch Date Range Description Start/End Time Weekdays Length Rate Type	
2 WSFA 12/04/17-12/10/17 WSFA 12 News at Ten - Sun 10-1030pmSt :30 \$225.00 NM	
Credited	
N 24 WSFA 12/03/17 12/10/17 Late News 1030p-11P :30 NM 2	\$450.00
Start Date End Date Weekdays Spots/Week Rate	
Week: 11/27/17 12/03/171 1 \$225.00	
Week: 12/04/17 12/10/171 1 \$225.00	
N 25 WSFA 11/30/17 12/01/17 Tonight Show 1035-1137pm :30 NM 2	\$400.00
Start Date End Date Weekdays Spots/Week Rate	
Week: 11/27/17 12/03/17TF 3 \$200.00	
Spot Ch Date Range Description <u>Start/End Time</u> <u>Weekdays Length</u> • <u>Rate</u> <u>Type</u>	
1 WSFA 11/27/17-12/03/17 Tonight Show 1035-1137pmThF :30 <del>\$200.00</del> NM	
Credited	
N 26 WSFA 11/30/17 12/01/17 Late Night w/ Seth Meyers 1137p-1237x :30 NM 1	\$50.00
Start Date End Date Weekdays Spots/Week Rate	
Week: 11/27/17 12/03/17TF 3 \$50.00	
Spot Ch Date Range Description Start/End Time Weekdays Length Rate Type  1 WSFA 11/27/17-12/03/17 Late Night w/ Seth Meyers 1137p-1237xThF :30 \$50.00 NM	
Credited 3 WSFA 11/27/17-12/03/17 Late Night w/ Seth Meyers 1137p-1237xThF :30 <del>\$50.00</del> NM	
Credited Coston Late Hight W. Ceth Meyers 1737p-1257x (III)	
N 27 WSFA 12/02/17 12/09/17 NET Saturday Night Live 1030p-1203x :30 NM 2	\$400.00
Start Date End Date Weekdays Spots/Week Rate	Q-100.00
Week: 11/27/17 12/03/171- 1 \$200.00	
Week: 12/04/17 12/10/171- 1 \$200.00	
N 28 WSFA 12/04/17 12/11/17 the voice 7-9pm :30 NM 2	\$3,000.00
Start Date End Date Weekdays Spots/Week Rate	,
Week: 12/04/17 12/10/17 1 1 \$1,500.00	
Week: 12/11/17 12/17/17 1 1 \$1,500.00	
N 29 WSFA 12/05/17 12/12/17 This is Us 8-9pm :30 NM 0	\$0.00
Start Date End Date Weekdays Spots/Week Rate	
Week: 12/04/17 12/10/17 -1 1 \$5,000.00	
<u>Spot Ch Date Range Description Start/End Time Weekdays Length Rate Type</u>	
1 WSFA 12/04/17-12/10/17 This is Us 8-9pm -Tu :30 <del>\$5,000.00</del> NM	
Credited	
Week: 12/11/17 12/17/17 0 \$0.00	
N 30 WSFA 12/05/17 12/12/17 Chicago med 9-10pm :30 NM 1	\$800.00
Start Date End Date Weekdays Spots/Week Rate	
Week: 12/04/17	
Week: 12/11/17 12/17/17 -1 1 \$800.00 <u>Spot Ch Date Range Description Start/End Time Weekdays Length Rate Type</u>	
2 WSFA 12/11/17-12/17/17 Chicago med 9-10pm -Tu :30 <del>\$800.00</del> NM	

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 Advertiser
 Original Date / Revision

 ISS/Highway 31
 11/29/17 / 12/07/17

*Line Ch Start Date End Date Description	Start/End Time	Spots/ Days Length Week Rate	Type Spots	Amount
N 31 WSFA 12/06/17 12/06/17 the blacklist	658-8pm	:30	NMI 0	\$0.00
Start Date End Date Weekdays Spots/Week	Rate			*****
Week: 12/04/17 12/10/171 1	\$600.00		_	
Spot Ch Date Range Description	Start/End Time	Weekdays Length Rate	<u>Type</u>	
1 WSFA 12/04/17-12/10/17 the blacklist Credited	658-8pm	W :30 \$ <del>600.00</del>	NM	
N 32 WSFA 12/06/17 12/06/17 LAW & ORDER:SVU	9 Onm	:30	NM 1	\$600.00
Start Date End Date Weekdays Spots/Week	8-9pm Rate	.30	INIVI	\$400.00
Week: 12/04/17 12/10/171 1	\$600.00			
N 33 WSFA 11/30/17 12/01/17 Today in Alabama 530a	528am-6am	:30	NM 3	\$750.00
Start Date End Date Weekdays Spots/Week	<u>Rate</u>	•		
Week: 11/27/17 12/03/17TF 3	\$250.00			
N 34 WSFA 12/06/17 12/06/17 CHICAGO PD	9-10pm	:30	NM 1	\$800.00
Start Date End Date Weekdays Spots/Week Week: 12/04/17 12/10/171 1	<u>Rate</u> \$800.00			
		.20	NM 1	¢1 000 00
N 35 WSFA 12/01/17 12/08/17 BLINDSPOT Start Date End Date Weekdays Spots/Week	658-8pm Rate	:30	NM 1	\$1,000.00
Week: 11/27/17 12/03/171 1	\$1,000.00			
Week: 12/04/17 12/10/171 1	\$1,000.00	•		
Spot Ch Date Range Description	Start/End Time	Weekdays Length Rate	<u>Type</u>	
2 WSFA 12/04/17-12/10/17 BLINDSPOT	658-8pm	F :30 \$1,000.00	NM	
Credited				
N 36 WSFA 12/01/17 12/08/17 DATELINE NBC	810pm	:30	NM 1	\$515.00
Week: 11/27/17 End Date Weekdays Spots/Week	<u>Rate</u> \$515.00			
Week: 12/04/17 12/10/171 1	\$515.00			
Spot Ch Date Range Description	Start/End Time	Weekdays Length Rate	<u>Type</u>	
2 WSFA 12/04/17-12/10/17 DATELINE NBC	810pm	F :30 \$515.00	NM	
Credited				
N 37 WSFA 12/02/17 12/09/17 DATELINE SAT NIGHT MU		:30	NM 0	\$0.00
Start Date End Date Weekdays Spots/Week Week: 11/27/17 12/03/171 1	<u>Rate</u> \$300.00			
Spot Ch Date Range Description	Start/End Time	Weekdays Length Rate	Туре	
1 WSFA 11/27/17-12/03/17 DATELINE SAT NIGHT M		Sa :30 \$300.00	NM	
Credited		•		
Week: 12/04/17 12/10/171- 1	\$300.00			
Spot Ch Date Range Description	Start/End Time	Weekdays Length Rate	<u>Type</u>	
2 WSFA 12/04/17-12/10/17 DATELINE SAT NIGHT MI Credited	JY9-10PM	Sa :30 <del>\$300.00</del>	NM	
N 38 WSFA 11/30/17 11/30/17 NET NFL Thursday Game	720 1020p	:30	NM 1	\$1,125.00
Start Date End Date Weekdays Spots/Week	720-1030p Rate	.30	INIVI	\$1,125.00
Week: 11/27/17 12/03/171 1	\$1,125.00			
N 39 WSFA 12/07/17 12/07/17 NET NFL Thursday Game	720-1030p	:30 .	NM 1	\$2,500.00
Start Date End Date Weekdays Spots/Week	<u>Rate</u>			
Week: 12/04/17 12/10/171 1	\$2,500.00			
N 40 WSFA 12/03/17 12/03/17 NFL Football	Sun 730P-1030P	:30	NM 1	\$1,125.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 11/27/17 12/03/171 1	<u>Rate</u> \$1,125.00			
7100K. (1121111 12100/11	Ψ1,120.00		I	

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Print Date 12/07/17

Page 5 of 9



**WSFA** 12 East Delano Ave. Montgomery, AL 36105 (334) 288-1212

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Contract / Revision Alt Order # 08870837 1858711 / Contract Dates Estimate # <u>Product</u> 11/30/17 - 12/12/17 HIGHWAY 31 6109 Advertiser Original Date / Revision

www.wsfa.com	-	ISS/Highway 31	11/29/17 / 12/07/17		
*Line Ch Start Date End Date Description	Start/End Time	Spots/ Days Length Week Rate	Type S <sub>t</sub>	oots	Amount
Start Date End Date Weekdays Spots/Week	Rate				
N 41 WSFA 12/10/17 12/10/17 NFL Football	Sun 730P-103	30P :30	NM	1	\$1,125.00
Start Date         End Date         Weekdays         Spots/Week           Week: 12/04/17         12/10/17        1         1	<u>Rate</u> \$1,125.00				
N 42 WSFA 11/30/17 12/01/17 Today in Alabama	6a-7a	:30	NM	5	\$1,750.00
Start Date         End Date         Weekdays         Spots/Week           Week:         11/27/17         12/03/17        TF         5	<u>Rate</u> \$350.00				
N 43 WSFA 11/30/17 12/01/17 NBC Today Show	7-9am	:30	NM	. 5	\$1,300.00
Start Date End Date Weekdays Spots/Week	Rate	.50	1414	. 0	ψ1,000.00
Week: 11/27/17 12/03/17TF 5	\$260.00				
N 44 WSFA 12/02/17 12/09/17 NBC Saturday Today Show	6-8am	:30	NM	2	\$230.00
Start Date End Date Weekdays Spots/Week	Rate	•			
Week: 11/27/17 12/03/171- 1 Week: 12/04/17 12/10/171- 1	\$115.00 \$115.00				
		:30	NM	2	\$250.00
N 45 WSFA 12/03/17 12/10/17 NET NBC Sunday Today Shi Start Date End Date Weekdays Spots/Week	c7-oa Rate	.30	14141	2	Ψ230.00
Week: 11/27/17 12/03/171 1	\$125.00				
Week: 12/04/17 12/10/171 1	\$125.00				
N 46 WSFA 12/03/17 12/10/17 NET NBC Meet The Press	8-9a	:30	NM	2	\$450.00
Start Date End Date Weekdays Spots/Week	Rate	•			
Week: 11/27/17 12/03/171 1 Week: 12/04/17 12/10/171 1	\$225.00 \$225.00				
	9-10am	:30	NM	1	\$250.00
N 48 WSFA 12/04/17 12/08/17 NBC Today 2 Start Date End Date Weekdays Spots/Week	Rate	.30	14141	•	Ψ250.00
Week: 12/04/17 12/10/17 MTWTF 1	\$250.00				
N 49 WSFA 12/04/17 12/08/17 NBC Today with Kathie Lee	10-11am	:30	NM	1	\$250.00
Start Date End Date Weekdays Spots/Week	Rate				
Week: 12/04/17 12/10/17 MTWTF 1	\$250.00			_	
N 50 WSFA 12/04/17 12/08/17 ALABAMA LIVE @ 11A	11-1130Am	:30	NM	2	\$150.00
Start Date End Date Weekdays Spots/Week Week: 12/04/17 12/10/17 MTWTF 2	<u>Rate</u> \$75.00		1		
N 51 WSFA 12/04/17 12/08/17 ALABAMA LIVE @ 1130AM		:30	NM	2	\$150.00
Start Date End Date Weekdays Spots/Week	Rate				•
Week: 12/04/17 12/10/17 MTWTF 2	\$75.00				
N 52 WSFA 12/04/17 12/08/17 WSFA 12 News at Noon	12-1230pm	:30	NM	2	\$500.00
Start Date End Date Weekdays Spots/Week	Rate	•			
Week: 12/04/17 12/10/17 MTWTF 2	\$250.00				0050.00
N 53 WSFA 12/04/17 12/08/17 NET Days of Our Lives Start Date End Date Weekdays Spots/Week	1230-130p Rate	:30	NM	1	\$350.00
Week: 12/04/17 12/10/17 MT 1	\$350.00				
N 54 WSFA 12/04/17 12/08/17 RIGHT THIS MINUTES	130-2p	:30	NM	2	\$150.00
Start Date End Date Weekdays Spots/Week	<u>Rate</u>		- 1		
Week: 12/04/17 12/10/17 MT 2	\$75.00				
N 55 WSFA 12/04/17 12/08/17 HARRY	2-3p	:30	NM	2	\$150.00
Start Date         End Date         Weekdays         Spots/Week           Week: 12/04/17         12/10/17         MT         2	<u>Rate</u> \$75.00				
	3-330p	:30	NM	3	\$405.00
N 56 WSFA 12/04/17 12/08/17 JUDGE JUDY 2ND RUN	3-330p	.50	LAIM	3	ψ <del>4</del> 00.00

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 Advertiser
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*Line Ch Start Date End Date Description	Start/End Time	Spots/ Spots/ Days Length Week Rate	Type Spots	Amount
Start Date         End Date         Weekdays         Spots/Week           Week: 12/04/17         12/10/17         MTW         3	<u>Rate</u> \$135.00			
N 57 WSFA 12/04/17 12/08/17 Today in Alabama 430am  Start Date End Date Weekdays Spots/Week Week: 12/04/17 12/10/17 MTWTF 2	430-5a <u>Rate</u> \$25.00	:30	NM 2	\$50.00
N 58 WSFA 12/04/17 12/08/17 JUDGE JUDY 1ST RUN  Start Date End Date Weekdays Spots/Week Week: 12/04/17 12/10/17 MTWTF 3	330-4p <u>Rate</u> \$135.00	:30	NM 3	\$405.00
N 59 WSFA 12/04/17 12/08/17 WSFA 12 NEWS AT 4PM  Start Date End Date Weekdays Spots/Week Week: 12/04/17 12/10/17 MTWTF 3	M-F 4-430P <u>Rate</u> \$135.00	:30	NM 3	\$405.00
N 60 WSFA 12/04/17 12/08/17 WSFA 12 NEWS AT 4PM  Start Date End Date Weekdays Spots/Week Week: 12/04/17 12/10/17 MTW 3	M-F 430-5P <u>Rate</u> \$175.00	:30	NM 3	\$525.00
N 61 WSFA 12/04/17 12/08/17 WSFA 12 News at Five  Start Date End Date Weekdays Spots/Week Week: 12/04/17 12/10/17 MTW 3	5-530pm <u>Rate</u> \$425.00	:30	NM 3	\$1,275.00
N 62 WSFA 12/04/17 12/08/17 WSFA 12 News at Six - MF  Start Date End Date Weekdays Spots/Week Week: 12/04/17 12/10/17 MTW 3	6-630pm <u>Rate</u> \$800.00	:30	NM 3	\$2,400.00
N 63 WSFA 12/04/17 12/08/17 ENTERTAINMENT TONIGE  Start Date	∃1630-7p <u>Rate</u> \$350.00	:30	NM 2	\$700.00
N 64 WSFA 12/04/17 12/08/17 WSFA 12 News at Ten - MI Start Date End Date Weekdays Spots/Week Week: 12/04/17 12/10/17 MTWTF 3	10-1035pm <u>Rate</u> \$500.00	:30	NM 3	\$1,500.00
N 65 WSFA 12/04/17 12/08/17 Today in Alabama 5am <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 12/04/17 12/10/17 MTWTF 2	5-530a <u>Rate</u> \$200.00	:30	NM 2	\$400.00
N 66 WSFA 12/04/17 12/08/17 Tonight Show <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 12/04/17 12/10/17 MTWTF 2	1035-1137pm <u>Rate</u> \$200.00	:30 •	NM 2	\$400.00
N 67 WSFA 12/04/17 12/08/17 Late Night w/ Seth Meyers  Start Date End Date Weekdays Spots/Week Week: 12/04/17 12/10/17 MTWTF 2	1137p-1237x <u>Rate</u> \$50.00	:30	NM 2	\$100.00
N 68 WSFA 12/04/17 12/08/17 Today In Alabama <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 12/04/17 12/10/17 MTWTF 3	6a-7a <u>Rate</u> \$350.00	:30	NM 3	\$1,050.00
N 69 WSFA 12/04/17 12/08/17 NBC Today Show <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 12/04/17 12/10/17 MTWTF 3	7-9am <u>Rate</u> \$260.00	:30	NM 3	\$780.00
N 70 WSFA 12/04/17 12/08/17 Today in Alabama 530a  Start Date End Date Weekdays Spots/Week Week: 12/04/17 12/10/17 MTWTF 3	528am-6am <u>Rate</u> \$250.00	:30	NM 3	\$750.00
N 71 WSFA 12/11/17 12/12/17 NBC Today 2 <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 12/11/17 12/17/17 MT 1	9-10am <u>Rate</u> \$250.00	:30	NM 1	\$250.00

<sup>(\*</sup> Line Transactions: N = New, E = Edited, D = Deleted)

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This station does not discriminate in advertising contracts on the basis of race or ethnicity. Any provision in any order or agreement for advertising that purports to discriminate on the basis of race or ethnicity, even if handwritten, typed or otherwise made a part of a particular contract, is hereby rejected.

Original Date / Revision



WSFA 12 East Delano Ave. Montgomery, AL 36105 (334) 288-1212 

 Contract / Revision 1858711 / 1858711 / 08870837

 Contract Dates 11/30/17 - 12/12/17
 Product HIGHWAY 31
 Estimate # 6109

www.wsfa.com		Advertiser		7 / 12/	
		ISS/Highway 31	1 1/20/1	, , , , , , , , , , , , , , , , , , , ,	
*Line Ch Start Date End Date Description	Start/End Time	Spots/ ` Days Length Week . Rate	Type	Spots	Amount
Start Date End Date Weekdays Spots/Week	<u>Rate</u>				
N 72 WSFA 12/11/17 12/12/17 NBC Today with Kathie Lee  Start Date	10-11am <u>Rate</u> \$250.00	:30	NM	1	\$250.00
N 73 WSFA 12/11/17 12/12/17 ALABAMA LIVE @ 11A  Start Date	11-1130Am <u>Rate</u> \$75.00	:30	NM	1	\$75.00
N 74 WSFA 12/11/17 12/12/17 ALABAMA LIVE @ 1130AM	1130A-12P <u>Rate</u> \$75.00	:30	NM	1	\$75.00
N 75 WSFA 12/11/17 12/12/17 WSFA 12 News at Noon  Start Date End Date Weekdays Spots/Week Week: 12/11/17 12/17/17 MT 1	12-1230pm <u>Rate</u> \$250.00	:30	NM	1	\$250.00
N 76 WSFA 12/11/17 12/11/17 WSFA 12 News at Five  Start Date End Date Weekdays Spots/Week Week: 12/11/17 12/17/17 1 1	5-530pm <u>Rate</u> \$425.00	:30	NM	1	\$425.00
N 77 WSFA 12/11/17 12/11/17 WSFA 12 News at Six - MF  Start Date End Date Weekdays Spots/Week Week: 12/11/17 12/17/17 1 1	6-630pm <u>Rate</u> \$800.00	:30	NM	1	\$800.00
N 78 WSFA 12/11/17 12/11/17 ENTERTAINMENT TONIGH	7630-7p <u>Rate</u> \$350.00	:30	NM	1	\$350.00
N 79 WSFA 12/11/17 12/11/17 WSFA 12 News at Ten - MF  Start Date   End Date   Weekdays   Spots/Week  Week: 12/11/17 12/17/17 1 1	10-1035pm <u>Rate</u> \$500.00	:30	NM	1	\$500.00
N 80 WSFA 12/11/17 12/12/17 Today in Alabama 5am <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 12/11/17 12/17/17 MT 1	5-530a <u>Rate</u> \$200.00	:30	NM	1	\$200.00
N 81 WSFA 12/11/17 12/11/17 Tonight Show <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 12/11/17 12/17/17 1 1	1035-1137pn <u>Rate</u> \$200.00	n :30	NM	1	\$200.00
N       82       WSFA 12/11/17       12/11/17       Late Night w/ Seth Meyers         Start Date       End Date       Weekdays       Spots/Week         Week: 12/11/17       12/17/17       1       1	1137p-1237x <u>Rate</u> \$50.00	ć :30 <b>*</b>	NM	1	\$50.00
N 83 WSFA 12/11/17 12/12/17 Today In Alabama <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 12/11/17 12/17/17 MT 2	6a-7a <u>Rate</u> \$350.00	:30	NM	2	\$700.00
N         84         WSFA 12/11/17         12/12/17         NBC Today Show           Start Date         End Date         Weekdays         Spots/Week           Week: 12/11/17         12/17/17         MT         2	7-9am <u>Rate</u> \$260.00	:30	MM	2	\$520.00
N 85 WSFA 11/30/17 12/03/17 HARRY <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 11/27/17 12/03/17TF 2	2-3p <u>Rate</u> \$75.00	:30	MM	2	\$150.00
N       86       WSFA 12/04/17       12/08/17       NET Early Today ON         Start Date       End Date       Weekdays       Spots/Week         Week: 12/04/17       12/10/17       MTWT       2	4-430x <u>Rate</u> \$15.00	:30	MM	2	\$30.00
N 87 WSFA 12/11/17 12/12/17 NET Early Today ON	4-430x	:30	NM	2	\$30.00

Advertiser

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Print Date 12/07/17

Page 8 of 9



WSFA 12 East Delano Ave. Montgomery, AL 36105 (334) 288-1212

www.wsfa.com

 
 Contract / Revision 1858711 /
 Alt Order # 08870837

 Contract Dates 11/30/17 - 12/12/17
 Product HIGHWAY 31
 Estimate # 6109

Advertiser	Original Date / Revision
ISS/Highway 31	11/29/17 / 12/07/17
Con the l	44 14 - 4 - 4 - 4 - 4 - 4 - 4 - 4 - 4 -

	Start/End	Spots/		
*Line Ch Start Date End Date Description	Time	Days Length Week Rate	Type Spots	Amount
Start Date         End Date         Weekdays         Spots/Week           Week: 12/11/17         12/17/17         MT         2	<u>Rate</u> \$15.00			
N 88 WSFA 12/07/17 12/07/17 NET NFL Thursday Game	720-1030p	:30	NM 1	\$2,500.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 12/04/17 12/10/17T 1	<u>Rate</u> \$2,500.00			
N 89 WSFA 12/07/17 12/07/17 NET NFL Thursday Pre-Ga		:30	NM 1	\$400.00
Start Date End Date Weekdays Spots/Week	Rate	.55		<b>4.00.00</b>
Week: 12/04/17 12/10/17T 1	\$400.00			
N 90 WSFA 12/06/17 12/06/17 Wednesday Hour 2	8-9pm	:30	NM 1	\$600.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 12/04/17 12/10/17W 2	<u>Rate</u> \$600.00	•		
Spot Ch Date Range Description	Start/End Time	Weekdays Length Rate	<u>Type</u>	
2 WSFA 12/04/17-12/10/17 Wednesday Hour 2	8-9pm	W :30 \$600.00	NM	
Credited				#00F 00
N 91 WSFA 12/09/17 12/09/17 Saturday Hour 3 Start Date End Date Weekdays Spots/Week	9-10PM Rate	:30	<b>NM</b> 1	\$225.00
Week: 12/04/17 12/10/17S- 2	\$225.00			
Spot Ch Date Range Description	Start/End Time	Weekdays Length . Rate	<u>Type</u>	
1 WSFA 12/04/17-12/10/17 Saturday Hour 3	9-10PM	Sa :30 \$ <del>225.00</del>	NM	
Credited  N. 03, MSEA 13/04/17, 13/40/17, Today in Alabama	6a-7a	:30	NM 1	\$350.00
N 92 WSFA 12/04/17 12/10/17 Today In Alabama Start Date End Date Weekdays Spots/Week	Rate	.50	14141	\$550.00
Week: 12/04/17 12/10/17 MTWTF 1	\$350.00			
N 93 WSFA 11/30/17 11/30/17 NET NFL Thursday Pre-Ga	•	:30	NM 1	\$500.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 11/27/17 12/03/17T 1	<u>Rate</u> \$500.00			
N 94 WSFA 12/04/17 12/10/17 WSFA 12 News at Six - MF		:30	NM 2	\$1,600.00
Start Date End Date Weekdays Spots/Week	Rate	.00		* 1,22212
Week: 12/04/17 12/10/17TF 2	\$800.00			
N 95 WSFA 12/02/17 12/02/17 Saturday Hour 3	9-10PM	:30	NM 1	\$300.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week; 11/27/17 12/03/17S- 1	<u>Rate</u> \$300.00			
N 96 WSFA 12/04/17 12/04/17 Monday Hour 3	9-10pm	:30	NM 1	\$600.00
Start Date End Date Weekdays Spots/Week	Rate	•		
Week: 12/04/17 12/10/17 M 1	\$600.00			
N 97 WSFA 12/03/17 12/03/17 NFL Football	Sun720p-1030p	:30	NM 1	\$1,125.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 11/27/17 12/03/17S 1	<u>Rate</u> \$1,125.00			
N 98 WSFA 12/04/17 12/04/17 the voice	7-9pm	:30	NM 1	\$1,500.00
Start Date	Rate			
Week: 12/04/17 12/10/17 M 1	\$1,500.00			
N 99 WSFA 12/05/17 12/05/17 The Voice Start Date End Date Weekdays Spots/Week	658-8pm Rate	:30	NM 1	\$1,350.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 12/04/17 12/10/17 -T 1	\$1,350.00			
N 100 WSFA 12/01/17 12/01/17 dateline nbc	8-10pm	:30	NM 1	\$515.00
Start Date End Date Weekdays Spots/Week	Rate			
Week: 11/27/17 12/03/17F 1	\$515.00		I	

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Alt Order #

11/29/17

/ 12/07/17



WSFA 12 East Delano Ave. Montgomery, AL 36105 (334) 288-1212

www.wsfa.com

	1858711 /	08870837	
Contract Dates 11/30/17 - 12/12/17	Product HIGHWAY 31	Estimate # 6109	
Advertiser		Priginal Date / Revision	_

Contract / Revision

				<u> </u>						
*Line Ch Start	Date End D	ate Descripti	on	Start/End Time	Days	Spots/ Length Week	Rate	Type	Spots	Amount
Start Date	End Date	Weekdays	Spots/Week	Rate						
N 101 WSFA 12/01 Start Date Week: 11/27/17	/17 12/01/1 End Date 12/03/17	7 dateline n <u>Weekdays</u> F	Spots/Week	8-10pm <u>Rate</u> \$510.00		:30	•	ММ	1	\$510.00
N 102 WSFA 12/05 Start Date Week: 12/04/17	/17 12/10/1 End Date 12/10/17	7 WSFA 12 <u>Weekdays</u> -TWTF	News at Six - MF <u>Spots/Week</u> 1	6-630pm <u>Rate</u> \$800.00		:30		NM	. 1	\$800.00
N 103 WSFA 12/09 Start Date Week: 12/04/17	/17 12/09/1 End Date 12/10/17	7 ET WEEK <u>Weekdays</u> S-	END Spots/Week 1	1203-103x <u>Rate</u> \$25.00		:30		MM	1	\$25.00
N 104 WSFA 12/11 Start Date Week: 12/11/17	/17 12/11/1 <u>End Date</u> 12/17/17	7 WSFA 12 <u>Weekdays</u> M	News at Six - MF Spots/Week 1	6-630pm <u>Rate</u> \$800.00		:30	•	NM	1	\$800.00
N 105 WSFA 12/08 Start Date Week: 12/04/17	/17 12/08/1 End Date 12/10/17	7 AHSAA Fo	ootball <u>Spots/Week</u> 3	7p-10p <u>Rate</u> \$505.00		:30		MM	3	\$1,515.00
N 106 WSFA 12/09 Start Date Week: 12/04/17	/17 12/09/1 <u>End Date</u> 12/10/17	7 dateline sa <u>Weekdays</u> S-	at night myster <u>Spots/Week</u> 1	8-9PM <u>Rate</u> \$300.00		:30		NM	1	\$300.00
					Totals				187	\$65,475.00

ISS/Highway 31

Time Period	# of Spots	Gross Amount	Agency Comm.	Net Amount
11/27/17 -12/12/17	187	\$65,475.00	(\$9,821.25)	\$55,653.75
Totals	187	\$65,475.00	(\$9,821.25)	\$55,653.75

Signature:		Date:	
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REP: TEL# 703-528-9387 CREDIT ADVISORY: AGENCY CREDIT RISK !!! ORDER WORKSHEET HARRIS REPORT FROM STATION DEC7/17 11.27 \*\*CHANGES\*\* \*\*\* WSFA-TV \*\*\* REP HEADLINE# 8870837 TRF# 1858711 \$\$\$ MOD# 5: APPROVED REV #0 \$\$\$

ADV #ADV. N	NAME ISS/HIGHWAY 31	REP.# OFF.# SALESMAN #
AGY #AGY. N	NAME WATERFRONT STRATEGIES	BUYER NAME JESSE DEMASTRIE
	3050 K STREET NW - SUITE 100	SALES PRSN WA- RYAN EDDINS (H)
	WASHINGTON, DC 20007	
ORDER #	CONTRACT # 8870837	CLASS: NATL. LOCAL REGIONAL
PRDCT HIGHWAY 31	EST#6109 COMMENTS: (LINE, ORDER, INVO	INVOICE)
FLIGHT DATES NOV30/17	DEC12/17 WK-2	
CITY TAXSTATE	TE TAX CO-OP BILLING NEEDED	DATE_DEC7/17 11.27
STA:		
CON CM ***** THIS IS A	CASH IN ADVANCE SCHEDULE ****	
HIGHWAY 31, NO NO BUYS TO PRINT STATION MAKEGOOD OFFERS:	SPTS TO AIR ON 12/12 PAST 6P MISSED:SAT/900P-1000P DEC9	30S \$300.00 (DEC7/17) 30S \$300.00 Pt.s ADVISE.
	CHTENSTATIONS SAT NIGHT MYSTERY WILL AIR CMT: DENICE	CONFIRM. THANKS,
DEC/17 65475.00		CONTRACT TOTAL 65475.00 TOTAL SPOTS 187
MARKET TOTALS \$159,939	WSFA 41% WNCF 15% WAKA 43% WCOV 0% CESFA 0% EAKA 0%	CABL 0% WBMM 1% WIYC 0%
ACCURATE SHARES		
SVC- NSI DEMOS- RA35+*	•	•

REP HEADLINE# 8870837 TRF# 1858711 \$\$\$ MOD# 5: UNAPPROVED REV #1 \$\$\$

DEC7/17 11.35 \*\*\* WSFA-TV \*\*\* FAX# 703-516-9680 REP: TEL# 703-528-9387
CREDIT ADVISORY: AGENCY CREDIT RISK !!!
ORDER WORKSHEET HARRIS REPORT FROM REP
\*\*CHANGES\*\*

ADV #		ADV. 1	NAME	ADV. NAME ISS/HIGHWAY 31	REP.#	OFF.#	#	SALESMAN #
AGY #		AGY. 1	NAME	AGY. NAME WATERFRONT STRATEGIES	BUYER NAM	E JESSE	BUYER NAME JESSE DEMASTRIE	<b>3</b>
				3050 K STREET NW - SUITE 100	SALES PRSN WA-		RYAN EDDINS (H)	NS (H)
				WASHINGTON, DC 20007				
ORDER #	#	and the state of t		CONTRACT # 8870837	CLASS: NATL.		LOCAL	REGIONAL
PRDCT	HIGHWAY 31	1		EST#6109 COMMENTS: (LINE, ORDER, INVOICE)	oice)			
FLIGHT	FLIGHT DATES NOV30/17	30/17		DEC12/17 WK-2				
CITY TAX.	AX	STi	STATE TAX	AXCO-OP BILLING NEEDED			DAT	DATE DEC7/17 11.35

THANKS JASMINE FOR RYAN REVISED ORDER
M8 OKD AS LINE 106
TTL SAME, \$65,475
PLS CONFM REP:

STA:

\*\*\*\* THIS IS A CASH IN ADVANCE SCHEDULE CON CM

9 HIGHWAY 31, NO SPTS TO AIR ON 12/12 PAST

		`	6109	= 61	AGENCY EST#		CODE = 361 E = 385	ADVERTISER PRODUCT COD	AGENCY	Ą
:SPTS:		DATE : /WK: INVT :	DATE	,,			••			: LINE#
:TOTL:	DAYS	END : SPTS: WEEK:	 START	••	RATE	SEC:	: LGTH : S	TIME PERIOD	:CD:	:LINE#:REP

0 0

SAT SAT

0 0

12/2 12/9

12/2 . 12/9

\$300.00 \$300.00

30 .30 DATELINE SAT MYSTERY DATELINE SAT MYSTERY PROGRAM : CON COM1:

900P-1000P 900P-1000P

S (C)

38 က စာ AGENCY 1858711 \$\$\$ REP HEADLINE# 8870837 TRF# \$\$\$ MOD# 5: UNAPPROVED REV #1

DEC7/17 11.35 \*\*\* WSFA-TV \*\*\* 703-516-9680 \* \* CHANGES \* FROM REP FAX# RISK !!! REPORT F CREDIT HARRIS REP: TEL# 703-528-9387 CREDIT ADVISORY: AGEN ORDER WORKSHEET

:TOTL:	Н
DAYS	
WEEK : INVT :	SAT
SPTS: V	ц
: END : DATE	12/9
START DATE	12/9
	1
RATE	\$300.00
SEC :	
: LGTH :	30
TIME PERIOD	800P-900P
:LINE#:REP :CD:	106 A 80
: :	

CONFIRM. PLEASE 8-9E. MYSTERY NIGHT MYSTERY WILL AIR DATELINE SAT DATELINE SAT DENICE PROGRAM : ORD COM1:

THANKS

SPOT/WK FOR 1 MAKE-GOOD FOR DEC9 ON LINE-38 OFFERS: BUY#38 THIS IS A STATION MAKEGOOD OK'D

(DEC7/17) PLS ADVISE THANKS, \$300.00 CONFIRM. 30s 30s PLEASE 8-9P AIR CMT: DATELINE SAT NIGHT MYSTERY WILL DEC9 DEC9 MISSED: SAT/900P-1000P OFFER: SAT/800P-900P CMT: DENICE

TOTAL CONTRACT TOTAL 65475.00 DEC/17

65475.00 187

*%* WIYC ₩ 6/0 WBMM % CABL % WCOV 43% 0%% EAKA WAKA 1.5% WNCF ESFA 418 WSFA \$159,939 TOTALS MARKET

ACCURATE SHARES

SVC- NSI DEMOS- RA35+\*

\*-MULTIPLE N-PROGRAM NAME Z-COMMENTS M-MAKEGOOD Y-DAYS L-LENGTH X-LATE DE-DELETE E-EFF DATES T-TIME S-SPOTS PER WEEK C-CANCELLED R-RATE Q-PAID PGM B-BUY TYPE P-CLASS, PLAN, SECT A-ADD MOD CODE

## ORDER WORKSHEET TRF# 1858711 #1 \$\$\$ 5: APPROVED REV 8870837 HEADLINE# MOD# REP \$\$\$

REP: TEL#

DEC7/17 11.43 \*\*\* WSFA-TV \*\*\* FAX# 703-516-9680 REPORT FROM STATION RISK !!! CREDIT HARRIS AGENCY 703-528-9387 CREDIT ADVISORY:

m 1.4 # SALESMAN REGIONAL /1 (H) DEC7 RYAN EDDINS DATE DEMASTRIE LOCAL OFF.# JESSE WA-CLASS: NATL NAME PRSN SALES BUYER REP.# INVOICE) NEEDED ORDER, BILLING 100 (LINE, SUITE CO-OP STRATEGIES 20007 COMMENTS: 8870837 3050 K STREET NW DC WK-2 37 # ISS/HIGHWAY EST#6109 WASHINGTON WATERFRONT CONTRACT DEC12/17 TAX NAME NAME STATE AGY. ADV. DATES NOV30/1 31 HIGHWAY CITY TAX FLIGHT ORDER PRDCT ADV AGY

RYAN FOR REVISED ORDER M8 OKD AS LINE 106 TTL SAME, \$65,475 THANKS JASMINE TTL SAME, PLS CONFM REP:

STA:

\* \* \* \* CASH IN ADVANCE SCHEDULE ď НS THIS Σ CON

GENERATION FOR CONTRACT SCHEDULED 6Р SPTS TO AIR ON 12/12 PAST ORDER HAVE BEEN APPROVED. HIGHWAY 31, NO : NOTICE: CHANGES OF THIS ( STATION MAKEGOOD OFFERS:

\$300.00 \$300.00 CONFIRM. 30S 30S PLEASE 8-9P. AIR CMT: DATELINE SAT NIGHT MYSTERY WILL DEC9 DEC9 MISSED: SAT/900P-1000P OFFER: SAT/800P-900P BUY#38 0K'D  $\mathbb{Z}$ 

CMT: DENICE

65475.00 187 TOTAL TOTAL CONTRACT

PLS ADVISE THANKS, (DEC7/17)